PSJ9 Exh 30

```
1
       IN THE UNITED STATES DISTRICT COURT
2
        FOR THE NORTHERN DISTRICT OF OHIO
3
                EASTERN DIVISION
4
5
     IN RE: NATIONAL
                             : HON. DAN A.
6
     PRESCRIPTION OPIATE
                             :
                                POLSTER
     LITIGATION
7
     APPLIES TO ALL CASES
                             : NO.
8
                             : 1:17-MD-2804
9
            - HIGHLY CONFIDENTIAL -
10
    SUBJECT TO FURTHER CONFIDENTIALITY REVIEW
11
12
                  April 2, 2019
13
14
15
                 Videotaped deposition of
    SERGIO TEJEDA taken pursuant to notice,
    was held at the offices of Locke Lord,
16
    LLP, 200 Vesey Street, New York, New
    York, beginning at 9:01 a.m., on the
17
    above date, before Michelle L. Gray, a
18
    Registered Professional Reporter,
    Certified Shorthand Reporter, Certified
19
    Realtime Reporter, and Notary Public.
20
21
           GOLKOW LITIGATION SERVICES
22
          877.370.3377 ph 917.591.5672
                 deps@golkow.com
23
2.4
```

- 1 diligence documents the way the title 2 reads, correct? 3 MR. McDONALD: Object to the 4 form. 5 THE WITNESS: Yeah, I 6 don't -- I don't think these are 7 due diligence documents. 8 BY MR. MIGLIORI: 9 Okay. And so you'll see 10 that the information is organized the 11 same for Exhibit Number 7. And again, 12 there are a couple more entries on Page 2 13 for Dr. Harper. 14 Here he got a total of nine 15 more bottles, 500 pills in each bottle, 16 of the same dosage that we just discussed 17 7.5/750 milligrams. 18 Do you see that? 19 Yes, I see it. Α. 20 And were you aware that he 0. 21 was, by dosage, the largest customer of 22 Henry Schein in Summit County?
 - A. Right now?
 - Q. Ever.

- A. At the time?
- Q. Were you ever made aware of
- 3 that?
- ⁴ A. No.
- ⁵ Q. And I showed you Exhibit 6,
- 6 which I believe was the printout of his
- ⁷ due diligence file, or at least the
- ⁸ inventory of the computer screen shots of
- ⁹ his due diligence file. Is there
- anything on there that pops out at you to
- suggest that he might be the largest
- 12 customer of Henry Schein in Summit County
- based on dosage units?
- A. Do you want me to go over
- the whole report to see who is the
- 16 largest? Oh.
- Q. No, I'm asking you whether
- by looking at this particular due
- diligence printout, if there's anything
- that pops out at you.
- You can see it's the
- verifications group that produced this
- ²³ document.
- But I'm asking, by looking

- at it as director of regulatory affairs,
- whether anything pops out at you that
- this is a large volume customer of Henry
- 4 Schein or --
- MR. McDONALD: Object to the
- form.
- 7 THE WITNESS: Again, we
- 8 don't work with this.
- 9 BY MR. MIGLIORI:
- 10 Q. I'm sorry, I didn't hear
- ¹¹ you.
- 12 A. So no, we don't work with
- 13 this.
- Q. Okay. So if there were
- 15 government inquiries about this doctor in
- ¹⁶ 2010, would those records be the
- verifications department or the
- 18 regulatory department's obligation to
- 19 produce?
- MR. McDONALD: Object to the
- form.
- THE WITNESS: I don't
- remember.
- 24 BY MR. MIGLIORI:

```
1
                 Would it be a joint
           Ο.
2
    responsibility by 2010?
3
                 I'm sorry?
4
                 Would it be a joint
    responsibility by 2010?
5
6
                  I know it is a joint
7
    responsibility now.
8
                  It is now?
           0.
9
           Α.
                 Yes.
                  So that -- those documents
10
           0.
11
    would exist somewhere still if the --
12
    there was such an inquiry?
13
                 Dr. Harper, if it was
           Α.
14
    inquiry when?
15
                  In 2010? Would you still
           0.
16
    have those records?
17
                  I don't know. But if I go
           Α.
18
    by the record retention, I wouldn't think
19
    so.
20
                 Were you aware of the fact
           0.
21
    that Dr. Harper was sentenced to ten
22
    years in prison for illegal
23
    prescription --
24
           Α.
                  No.
```

- Q. -- of opioids and controlled
- ² substances?
- ³ A. No.
- Q. Were you aware that
- 5 prosecutors connect him to eight deaths
- ⁶ of opioid-addicted users?
- ⁷ A. No.
- ⁸ Q. The second largest volume by
- 9 dosage in this county is a Dr. Name Brian
- 10 Heim. Are you familiar with Dr. Heim?
- 11 A. No. I have heard the name,
- but not familiar with his file.
- Q. Have you ever seen any
- documentation of the DOJ and the DEA
- 15 asking Henry Schein for his transactional
- 16 information?
- 17 A. I may have seen a copy of
- ¹⁸ it.
- 0. What's that?
- A. I may have seen a copy of
- 21 it.
- Q. What did you see to your
- ²³ recollection?
- A. A copy of a request.

```
familiarize yourself with Henry Schein's
1
    involvement with these two doctors who
2
    now sit in federal prison?
4
                 MR. McDONALD: Object to the
5
           form.
6
                 You can answer that question
7
           yes or no.
8
                  THE WITNESS: Nothing on
9
           Dr. Harper, and just like I said,
10
           so the document from Dr. Heim.
11
                  MR. MIGLIORI: This is the
12
           last document and we'll take a
13
           break.
14
                  (Document marked for
15
           identification as Exhibit
16
           Henry Schein-Tejeda-9.)
17
    BY MR. MIGLIORI:
18
           Q. Did you see this document in
19
    your preparation for today, the letter
20
    that you wrote to the field office of DEA
21
    about the reporting --
22
                 This was in --
           Α.
23
                 Let me finish. I'm sorry.
           0.
2.4
           Α.
                 Okay.
```

- Q. Did you review this document
- in preparation for today, which was your
- letter to Danna Droz of the Ohio State
- ⁴ Board of Pharmacy regarding Schein
- ⁵ reporting practices in the state of Ohio?
- ⁶ A. I did review this slide.
- 7 Q. It's a November 9, 2012,
- letter, which is over your name, correct?
- 9 A. Correct.
- 0. This version that I have is
- 11 not signed. Did you believe that in fact
- you sent this to the Ohio Board of
- 13 Pharmacy?
- 14 A. The letter was sent to the
- ¹⁵ Ohio Board of Pharmacy.
- O. And in this letter you tell
- the Ohio Board of Pharmacy in November of
- 18 2012 that Henry Schein was writing for --
- quote, "The purpose of this letter is to
- notify the Ohio Board of Pharmacy of an
- issue that was recently discovered while
- conducting a routine internal review of
- operations. During the course of our
- internal review, we realized that Henry

- ¹ Schein Incorporated has been
- ² underreporting sales of controlled
- ³ substances to Ohio Board of Pharmacy as
- 4 required by the state's prescription
- 5 monitoring program (PMP)."
- Do you recall sending that
- ⁷ letter to the Ohio Board of Pharmacy?
- 8 A. Yes.
- 9 Q. And do you recall the
- 10 realization that Henry Schein had been
- underreporting controlled substances as
- to Ohio as required by Ohio law?
- 13 A. Yes.
- Q. Who was the person that
- ¹⁵ discovered this?
- A. It was one of our regulatory
- 17 specialists.
- 0. Who was that?
- 19 A. I don't remember exactly who
- it was. I can tell you who I think it
- 21 was.
- Q. What's your best educated
- ²³ quess?
- MR. McDONALD: Object to the

```
1
           form.
2
                  Go ahead.
3
                  THE WITNESS: Peter Schmidt.
4
    BY MR. MIGLIORI:
5
           0.
                 Who?
6
           A. Peter Schmidt.
7
                 And did Peter Schmidt -- is
           0.
8
    he the one that discovered that the
9
    reports that you had been sending to Ohio
10
    for sales of products that contained
11
    tramadol and carisoprodol didn't -- but
12
    did not include any other controlled
13
    substances, is he the one that made that
14
    realization?
15
                  MR. McDONALD: Object to the
16
           form.
17
                  THE WITNESS: So one of our
18
           specialists brought it up to our
19
           attention.
20
    BY MR. MIGLIORI:
21
                 And how many controlled
22
    substances were missing from the list of
23
    what was required in 2012?
2.4
                  I can't tell you that.
           Α.
```

- Q. Is it dozens?
- A. I don't know.
- Q. Do you know how many -- how
- 4 significant in numbers the underreporting
- was as of November of 2012?
- A. I don't remember.
- ⁷ O. Isn't it true that this
- ⁸ underreporting continued for two years
- 9 before it was discovered?
- 10 A. I'm sorry. Say that again?
- 0. Isn't it true that this
- underreporting of controlled substances
- to the Ohio State Board of Pharmacy had
- been going on for two years?
- 15 A. I'm not sure about the time
- 16 frame, if it's in the letter.
- Q. I'll show you. On the third
- paragraph, it says, "Please be reassured
- that there was never any intent to avoid
- or circumvent the company's obligation
- under Ohio state law, and as an act of
- good faith, Henry Schein is providing all
- 23 controlled substances sales information
- which was mistakenly omitted for the

```
1
    previous two years. See enclosures."
2
                  Okay.
           Α.
3
                  Isn't it true that Henry
4
    Schein, for two years, underreported the
5
    sale of controlled substances within the
    state of Ohio, from at least 2010 to
6
7
    2012?
8
                  MR. McDONALD: Object to the
9
           form.
10
                  THE WITNESS: So I don't
11
           know if it was two years that we
12
           underreported. I know that we
13
           were providing two years of
14
           information.
15
    BY MR. MIGLIORI:
16
           Q. Your letter says,
17
    unequivocally, "Information which was
18
    mistakenly omitted for the previous two
19
    years."
20
                  Those are your words,
21
    correct?
22
                  Those are my words.
23
                 That would include Summit
    County, Ohio, my client, correct?
24
```

- A. The state of Ohio.
- Q. So at this point in 2010,
- 3 the oxycodone would have been a
- 4 controlled substance that would not be
- ⁵ reported here, correct?
- ⁶ A. From what the letter says,
- ye only were reporting a couple of drugs.
- 9. Hydrocodone would not have
- been reported, correct?
- A. According to the letter.
- 11 Q. And you understand that in
- Ohio, hydrocodone was almost 99 percent
- of the orders filled from 2006 to 2014 in
- 14 Summit County? Were you aware of that?
- MR. McDONALD: Object to the
- form.
- 17 BY MR. MIGLIORI:
- Q. From Henry Schein?
- MR. McDONALD: Object to the
- form.
- 21 BY MR. MIGLIORI:
- Q. Were you aware of that?
- A. No, sir, I wasn't.
- Q. Were you aware that

- 1 correctly, you would agree with me that
- 2 based on your letter to the Ohio board on
- November 9, 2012, Exhibit Number 9, that
- 4 none of those 11,500 hydrocodone orders
- 5 to Dr. Heim would have been reported to
- the Ohio Board of Pharmacy based on your
- 7 letter, correct?
- MR. McDONALD: Object to the
- 9 form.
- THE WITNESS: So is the
- record showing that we were in
- communication with the DEA and
- this is a record to the board of
- pharmacy? I'm just confused how
- you can -- and what --
- 16 BY MR. MIGLIORI:
- Q. I -- I can show you several
- different ways. We can start with the
- exhibit, I believe it's Exhibit 8.
- But if you look at the Henry
- 21 Schein transactional records from post
- January 2009 and you turn to Page 3.
- ²³ A. Okay.
- Q. You see all of these orders

```
for Dr. Heim?
1
2
           Α.
                 Yes.
3
           Q. And you see these are all
4
    hydrocodone orders?
5
           Α.
                 Yes.
6
           O. For Dr. Heim?
7
                 Mm-hmm, yes.
           Α.
8
                 And these are all in the
           0.
9
    transactional records of Henry Schein,
10
    correct?
           A. That is correct.
11
12
                 And they say he is
13
    getting -- according to this chart, he is
14
    getting, on the first line of his, one
    bottle of 500 pills, at
15
16
    10/500 milligrams. And goes down the
17
    list. Then he increases to two bottles
18
    of 500 pills at 10/500 milligrams.
19
                 You see all of those
20
    entries, correct?
21
           Α.
                 Yes.
22
                 These are records maintained
    by Henry Schein, correct?
23
2.4
                 That is correct.
           Α.
```

```
1
              And those records were also
2
    reported to ARCOS, the federal DEA,
3
    correct?
4
                 Yes, they were.
5
                 And the DEA, by looking at
           0.
6
    those very same records, contacted Henry
7
    Schein and said to Henry Schein, there's
8
    something unusual about this doctor's
9
    ordering, correct?
10
                 MR. McDONALD: Object to the
11
           form.
12
                 THE WITNESS: I don't know.
13
                 MR. McDONALD: Form and
14
           foundation. Mischaracterizes the
15
           evidence.
16
    BY MR. MIGLIORI:
17
                 Do you recall the inquiry
18
    about the transactional records from DEA
19
    that you read?
20
                 No.
           Α.
21
           O. You don't recall the
22
    substance of it?
23
           Α.
                 No.
2.4
                 When the DEA contacted Henry
           Q.
```

1 Schein, was the DEA -- did Henry Schein 2 have an appreciation that the DEA, when they asked for transactional record, is looking for suspicious order practices, 5 would that be a reasonable assumption at 6 Henry Schein? 7 MR. McDONALD: Object to the 8 form. 9 THE WITNESS: Not really. 10 Henry Schein has had a very good 11 relationship with all the local 12 DEA offices and also the 13 Washington office. The fact that 14 they asked for records doesn't 15 necessarily mean that they are 16 looking for something on the 17 customer. 18 BY MR. MIGLIORI: 19 In that month, he was 20 indicted in August, based on the 21 transactional records Henry Schein 22 provided. Were you aware of that? 23 MR. McDONALD: Object to the 2.4 form.

- THE WITNESS: No, I wasn't.
- 2 BY MR. MIGLIORI:
- Q. In August of 2012, these
- 4 records that you have here, in this
- ⁵ exhibit that we're looking at, were
- 6 never, ever reported to the Ohio Board of
- ⁷ Pharmacy as required by Ohio law,
- 8 correct?
- ⁹ A. They were reported at the
- time of this letter.
- 0. Right. They weren't
- reported until November of 2012 with two
- years of unreported transactions,
- 14 correct?
- A. Again, I don't know -- I
- cannot tell you the time frame of the
- underreporting.
- Q. You -- you write it out and
- 19 you put a number in. It says,
- ²⁰ "Mistakenly omitted for the previous two
- years, see enclosures."
- Did you ever look at these
- enclosures when you reviewed this
- ²⁴ document?

- A. I would have.
- Q. When you prepared for this
- deposition and you saw this Exhibit
- ⁴ Number 9, where you wrote to the Ohio
- 5 Board of Pharmacy and said we have
- 6 mistakenly omitted two years of
- ⁷ controlled substance reporting to you,
- 8 did it have attached to it the enclosures
- ⁹ that's referenced in your letter to the
- board of pharmacy?
- 11 A. Did I have the enclosures?
- No, I didn't read the enclosures.
- Q. Those two years of -- of
- omitted reporting to the Ohio Board of
- 15 Pharmacy, do you know if they still exist
- somewhere at Henry Schein?
- A. I don't know. But, however,
- 18 I think my point is that we are offering
- two years of records to the board.
- Q. Which --
- A. I don't think we're
- necessarily saying that we omitted two
- years of records.
- Q. Let's go through it

- 1 together. Because the jury can actually
- see this as we print it. So I -- I don't
- 3 want there to be any confusion. Or if
- ⁴ I've mistaken, you can show me how I'm
- ⁵ mistaken.
- Do you see where I am where
- ⁷ it says in the third paragraph, please?
- 8 A. Right.
- 9 Q. And we'll read this
- altogether for the jury's benefit.
- 11 "Please be reassured that
- there was never any intent to avoid or
- circumvent the company's obligation under
- Ohio state law, and as an act of good
- ¹⁵ faith, Henry Schein Incorporated is
- providing all controlled substance sales
- information which was mistakenly omitted
- 18 for the previous two years, see
- 19 enclosures."
- Those are your words,
- 21 correct?
- A. Correct.
- Q. You haven't seen the
- enclosures in preparation for today,

- 1 correct, just this letter?
- A. Correct.
- ³ Q. But at least based on this
- ⁴ letter, you provided two years of
- 5 mistakenly omitted reporting to the Ohio
- 6 Board of Pharmacy, correct?
- A. So we provided two years of
- ⁸ information. I can see -- you can read
- ⁹ it that way. I can read it a little
- 10 different too.
- 11 Q. Did I read it properly?
- MR. McDONALD: Object to the
- form.
- 14 BY MR. MIGLIORI:
- 0. Did I read it properly?
- Whatever the information is, did I read
- it properly?
- A. I think the fact that I can
- 19 say over here is that the information
- that we produced at this time was two
- years of information.
- Q. Okay. Those are -- those
- are some of the words of the sentence.
- 24 If you put them all together, it

- 1 references, "All controlled substance
- ² sales information which was mistakenly
- ³ omitted."
- That's what you provided,
- ⁵ for the previous two years?
- ⁶ A. Right.
- ⁷ Q. You provided all of the
- 8 controlled substance sales information
- ⁹ which was mistakenly omitted for the
- previous two years.
- Do you see that?
- 12 A. I see that.
- 13 Q. Those are your words?
- 14 A. Those are my words.
- O. And that would include,
- because it's November 2012, all of the
- 17 hydrocodone that Dr. Heim ordered from
- 18 Henry Schein, which led to his conviction
- in federal court, in this federal court
- in Ohio, correct?
- MR. McDONALD: Object to the
- form.
- THE WITNESS: That would
- include all the information of

```
1
           controlled substances that was
2
           distributed to Ohio customers for
3
           the prior two years.
4
    BY MR. MIGLIORI:
           Q. And in those prior two
5
6
    years, as we just saw, hydrocodone was
7
    the order -- the only thing that Dr. Heim
8
    ordered from Henry Schein in Summit
9
    County, correct?
10
                 MR. McDONALD: Object to the
11
           form.
12
                 You've totally
13
           mischaracterized this record.
14
                 MR. MIGLIORI: I have your
15
           objection.
16
                 MR. McDONALD: It only --
17
           only as to controlled substance.
18
           Be careful.
19
                 MR. MIGLIORI: This is a
20
           controlled substance letter.
21
                 MR. McDONALD: Correct. But
22
           you're saying that is all we sold
23
           to him. I don't know if we sold
2.4
           him all other kinds of stuff.
```

1	MR. MIGLIORI: With all due
2	respect, that is all I have. And
3	it's all you it's what you've
4	given me. So everything that
5	Dr. Heim
6	MR. McDONALD: This is if
7	you want to ask him if that's all
8	the controlled substances that we
9	sold to him, that's fine. But
10	there's no evidence that that's
11	all we sold to him.
12	MR. MIGLIORI: All right.
13	In fact that's the only evidence,
14	because that's what you've
15	provided me.
16	MR. McDONALD: You only
17	asked for evidence of controlled
18	substance.
19	MR. MIGLIORI: Listen, we
20	don't need to debate this. We
21	don't need to I get to ask the
22	questions. And if you have a
23	problem, you state your objection.
24	MR. McDONALD: You do.

- 1 BY MR. MIGLIORI:
- Q. In this exhibit of
- Dr. Heim's transactions as we've gone
- ⁴ through, they are all related to
- 5 hydrocodone tablets, correct?
- A. The report?
- ⁷ Q. Take as much time as you
- 8 want to look at it.
- ⁹ A. What report are you looking
- ¹⁰ at?
- MR. McDONALD: The exhibit.
- 12 BY MR. MIGLIORI:
- 13 Q. The opioid orders post
- ¹⁴ January 2009.
- MR. McDONALD: Tell him what
- exhibit, Don.
- MR. MIGLIORI: He's going to
- have to tell me because he's got
- ¹⁹ it.
- 20 BY MR. MIGLIORI:
- O. What number is that exhibit?
- A. That is Tejeda Number 7.
- Q. Exhibit Number 7, if you
- 24 start on Page 3, and you look at all of

- ¹ the Brian Heim orders listed there, every
- one of them on Page 3 and Page 4, is
- 3 hydrocodone tablets, correct?
- ⁴ A. Yes.
- ⁵ Q. If you go to the order date,
- 6 every one of them is in 2011 or 2012,
- ⁷ correct?
- 8 A. Yes.
- ⁹ Q. And they are all before
- November 9, 2012, correct?
- 11 A. That is correct.
- Q. And in your letter to Danna
- Droz from the Ohio State Board of
- 14 Pharmacy, you specifically inform the
- Board of Pharmacy in November of 2012
- that you did not report any hydrocodone
- orders from Summit County from -- for the
- prior two years from November of 2012,
- 19 correct?
- A. I didn't specifically
- mention hydrocodone in my letter.
- Q. You specifically referenced
- that it was not the two controlled
- substances that you did report, correct?

```
You only reported two controlled
1
2
    substances in those two years.
3
           A. Right.
4
           O. And neither were
5
    hydrocodone, correct?
6
           Α.
                 Correct.
7
                  So every single pill that
8
    you sold to Dr. Heim in Summit County in
    2011 and 2012 went unreported to the Ohio
10
    Board of Pharmacy, correct?
11
                  MR. McDONALD: Object to the
12
           form.
13
                  THE WITNESS: Up to this
14
           point, yes.
15
                  MR. MIGLIORI: Thank you.
16
                  I want to take a break.
17
                  THE VIDEOGRAPHER: Going off
           the record at 12:04 p.m.
18
19
20
                    (Lunch break.)
21
22
                  THE VIDEOGRAPHER: Back on
23
           the record at 12:49 p.m.
24
                  (Document marked for
```

```
system, correct?
```

- A. Say that again.
- MR. McDONALD: Object to
- 4 form.
- 5 BY MR. MIGLIORI:
- Q. Tiffany Steffanie-Oak
- reported to you in 2013, that 60 percent
- 8 of your customers had no due diligence,
- ⁹ and the other 40 percent had varying
- degrees of due diligence in their files,
- based on Henry Schein's "know your
- 12 customer" system, correct?
- 13 A. Again, I already told you
- that it was a process. It was over
- ¹⁵ 20,000 customers that needed to be worked
- on, and it took some time to get there.
- Q. Maybe you can answer my
- question. My question to you was, more
- than 60 percent of your customers in 2013
- had no due diligence in their files based
- on the due diligence system that Henry
- Schein had in place, correct?
- A. I couldn't tell you what we
- 24 had, what we had in file in 2013. I can

- ¹ From to those, an appropriate 4 to
- ² 5 percent will place an order for
- ³ controlled substances. Using the
- 4 4 percent that equates to 1,560 new
- 5 accounts ordering controlled substances
- 6 each year."
- Do you recall performing
- 8 that analysis?
- 9 A. I don't recall, but I
- 10 certainly did.
- 11 Q. "Tina based her analysis on
- 12 2012 numbers. I learned from a recent
- conversation with Shaun Abreu,
- verifications manager, that the number of
- active accounts ordering controlled
- substances products is now closer to
- 40,000 and that we have completed due
- diligence for about 13,000 accounts."
- Do you recall that 27,000
- accounts, as of the writing of this
- document in August of 2013, had no due
- ²² diligence in them?
- A. They didn't have a complete
- due diligence file, yeah.

- Q. 27,000 accounts for
- ² customers that were expected to order
- 3 controlled substance had no due
- 4 diligence, correct?
- ⁵ A. Correct.
- O. And based on the estimates
- ⁷ then, you didn't expect to be caught up
- in this process for another three years,
- 9 correct?
- 10 A. That's what it says, yes.
- 11 Q. Do you think you may have
- gotten it done in 2015, instead of 2016,
- 13 correct?
- 14 A. Yeah, the -- the completion
- of due diligence file for all accounts
- was done around that time. However, we
- put the process in place to ensure that
- if an account doesn't have a due
- diligence on file and places an order,
- then we will be required to complete one.
- 0. But that --
- A. That was on or about 2015.
- Q. Let's explore that.
- So there are -- through

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1 2013, there are 27,000 doctors and
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- 2 prescriber -- and -- and facilities
- ordering controlled substances from Henry
- 4 Schein without the due diligence required
- from DEA to know your customer, correct?
- MR. McDONALD: Object to the
- ⁷ form.
- 8 THE WITNESS: Without the
- 9 complete due diligence file.
- 10 BY MR. MIGLIORI:
- Q. No. The 27,000 represents
- those that had no due diligence. The
- 13,000 represents due diligence of
- varying degrees, correct?
- MR. McDONALD: Object to
- form.
- ¹⁷ BY MR. MIGLIORI:
- Q. Do you remember that from
- ¹⁹ Tina?
- MR. McDONALD: Object to the
- 21 form.
- 22 BY MR. MIGLIORI:
- Q. Do you remember Tina telling
- ²⁴ you that?

1 completed due diligence files for 2 all the accounts that we have. BY MR. MIGLIORI: 3 4 This report and recommendation is dated December 16, 5 6 2009. 7 Okay. Α. 8 You said you promptly 9 responded to this recommendation? 10 Yes, we did. Α. 11 In 2013, according to your 0. 12 employee, 60 percent of those files had 13 nothing in them for due diligence, 14 correct? 15 Α. Correct. 16 Is that prompt response to 17 the new onboarding due diligence "know 18 your customer" process at Henry Schein? 19 MR. McDONALD: Object to the 20 form. 21 THE WITNESS: Yeah. We set 22 processes to look at the accounts 23 based on risk level. We 24 prioritize it that way. We

- dealt with -- that had a bearing on
- wholesale distributors' obligations as
- 3 DEA registrants to prevent diversion?
- ⁴ A. Yes, sir.
- ⁵ O. "As a result of the Masters
- 6 decision, distributors must review the
- y way we evaluate and process orders of
- 8 controlled substances to assure
- 9 compliance with the new interpretation of
- 10 articulate" -- "articulated in Masters."
- 11 That's what you were now
- 12 recommending to Henry Schein the company,
- is that they had to look at how you had
- been doing things with respect to the
- shipping of pended orders, correct?
- A. That was --
- MR. McDONALD: Object to
- form. Go ahead.
- THE WITNESS: I'm sorry.
- That was more the reporting
- of suspicious orders.
- 22 BY MR. MIGLIORI:
- Q. Well, the reporting in
- the -- okay. And what's highlighted

- 1 here, it says, "Based on the decision,
- there is consensus that when a suspicious
- order monitoring system designed to
- ⁴ evaluate orders based on frequency,
- ⁵ volume or pattern flags an order, that
- order is suspicious and must be reported
- ⁷ to the DEA."
- Is that the takeaway that --
- ⁹ that you were reporting to Henry Schein
- of the -- of the import of the Masters
- 11 decision?
- 12 A. Yeah, the Masters decision
- 13 actually clarified that.
- Q. Okay. What it clarified was
- that what you were calling pended orders
- that whole time, Masters clarified to be,
- in fact, suspicious orders, correct?
- MR. McDONALD: Object to the
- 19 form.
- 20 BY MR. MIGLIORI:
- Q. That was a clarification?
- A. Yeah, that was our read of
- 23 the -- of the opinion from the judge.
- Q. So if, in fact, your system

- 1 flagged an order because of a deviation
- based on frequency, volume, or pattern,
- that the order, in all caps, is
- 4 suspicious and must be reported to the
- 5 DEA at that time, correct?
- A. Yes, that's what the -- the
- ⁷ judge interpretation was.
- Q. It's also what the
- 9 Controlled Substances Act says, doesn't
- ¹⁰ it?
- MR. McDONALD: Object to the
- 12 form.
- THE WITNESS: The Controlled
- Substances Act?
- 15 BY MR. MIGLIORI:
- 16 Q. Have you ever read the
- 17 Controlled Substances Act?
- A. Could you help me with what
- 19 section you are referring to?
- Q. I'm referring to the section
- that says suspicious orders include. Do
- you recall that section?
- A. From the C.F.R.?
- ²⁴ Q. Yes.

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1
    BY MR. MIGLIORI:
2
                 All right. And prior to the
           Ο.
3
    Masters decision, that is not what Henry
4
    Schein was doing, correct? That is,
5
    prior to the Masters decision, prior to
6
    June 30th of 2017, Henry Schein was not
7
    reporting any flagged order that had a
8
    deviation of size, frequency, or pattern
9
    in the Henry Schein suspicious order
10
    monitoring program, they were not
11
    reporting it to the DEA's field office,
12
    correct?
13
                 MR. McDONALD: Object to the
14
           form.
15
                  THE WITNESS: Prior to
16
           Masters decision, we were
17
           complying with the regulation --
18
           with the regulation by notifying
19
           the DEA, by reporting to the DEA,
20
           orders that were deemed
21
           suspicious, which were an accepted
22
           practice.
23
    BY MR. MIGLIORI:
24
                 Not my question.
                                    Му
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- question to you is, prior to the Masters
- decision in June of 2017, Henry Schein
- ³ did not deem an order that was a
- ⁴ deviation in frequency, volume, or
- ⁵ pattern a suspicious order and report it
- 6 to the DEA when discovered, correct?
- 7 MR. McDONALD: Object to the
- 8 form.
- 9 THE WITNESS: We didn't
- report orders that were flagged by
- our system until we deem it
- suspicious.
- 13 BY MR. MIGLIORI:
- Q. So Henry Schein, prior to
- the Masters decision would pend an order
- that was a deviation of frequency,
- volume, or pattern and not report it to
- the DEA unless and until it later
- determined it to be suspicious, correct?
- A. Which was what was compliant
- with the regulation.
- Q. No. My question to you, is
- that correct? Is that what you did?
- A. We would pend an order,